

7/2/97

```
IIIIIIIII  MMM      MMM      SSSSSSSSSS
IIIIIIIII  MMMMM      MMMMM      SSSSSSSSSSSS
   III      MMMMMM      MMMMMM      SSS      SSS
   III      MMM MMMMMMMMM      MMM      SSS
   III      MMM      MMMMM      MMM      SSSSSSSSSS
   III      MMM      MMM      MMM      SSSSSSSSSS
   III      MMM      MMM      MMM      SSS
   III      MMM      MMM      SSS      SSS
IIIIIIIII  MMM      MMM      SSSSSSSSSSSS
IIIIIIIII  MMM      MMM      SSSSSSSSSS
```

09-11-1997 10:01:18.6

R E Q U E S T E D R E P O R T

TO YOUNG, M

REPORT FORMATTING

51842 4111

10:03 Thursday, September 11, 1997

	REGION					
	12					
	DIVISION					
	1221	1222	1223	1224	1225	1226
	STORES	STORES	STORES	STORES	STORES	STORES
CALL FREQ						
0	679	539	885	428	180	849
1	105	256	551	181	1358	2
4	1200	908	246	1178	1307	1040
12	741	821	582	837	545	535
24	161	139	293	159	336	192
52	.	.	12	.	.	.
99	.	2

(CONTINUED)

Mo	902	960	887	996	881	727
Total	2886	2665	2569	2783	3724	2618

51842 4112

10:03 Thursday, September 11, 1997

	REGION
	12
	DIVISION
	1229
	STORES
CALL FREQ	
0	311
1	1409
4	1118
12	1110
24	202
52	.
99	1

Mo 1312

Total 4151

1206
6666521398

51842 4113

09:54 Thursday, September 11, 1997

	REGION <i>Ultra Box</i>					
	12					
	DIVISION					
	1221	1222	1223	1224	1225	1226
	STORES	STORES	STORES	STORES	STORES	STORES
CALL FREQ						
0	20	22	63	6	11	45
1	2	.	6	12	26	.
4	51	39	24	82	76	226
12	369	556	367	633	385	288
24	111	110	229	144	318	164
52	.	.	9	.	.	.

(CONTINUED)

	<u>480</u>	<u>666</u>	<u>605</u>	<u>777</u>	<u>703</u>	<u>452</u>
	553	727	698	877	816	723
Mo.	902	960	887	996	881	727
With	<u>480</u>	<u>666</u>	<u>605</u>	<u>777</u>	<u>703</u>	<u>452</u>
	53%	69%	68%	78%	80	62%
Total	2886	2665	2569	2783	3726	2618
With	<u>553</u>	<u>727</u>	<u>698</u>	<u>877</u>	<u>816</u>	<u>723</u>
	19%	27%	27%	32%	22%	28%

51842 4114

09:54 Thursday, September 11, 1997

	REGION
	12
	DIVISION
	1229
	STORES
CALL FREQ	
0	23
1	4
4	187
12	920
24	184
52	.

~~1229~~ 1318Mo.
with
$$\begin{array}{r} 1312 \\ 1104 \\ \hline 84\% \end{array}$$
Tot.
with
$$\begin{array}{r} 4151 \\ 1318 \\ \hline 32\% \end{array}$$

$$\left[\begin{array}{r} 4787 \end{array} \right]$$
~~5065~~ 5712
$$\begin{array}{r} 6665 \\ 4787 \\ \hline 72\% \end{array}$$

$$\begin{array}{r} 21398 \\ 5712 \\ \hline 27\% \end{array}$$

51842 4115

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=====
"
"
"      IIIIIIIII      MMM      MMM      SSSSSSSSSS
"      IIIIIIIII      MMMMM      MMMMM      SSSSSSSSSSSS
"      III      MMMMMMMM      MMMMMMMM      SSS      SSS
"      III      MMM      MMMMMMMMMM      MMM      SSS
"      III      MMM      MMMMM      MMM      SSSSSSSSSS
"      III      MMM      MMM      MMM      SSSSSSSSSS
"      III      MMM      MMM      SSS      SSS
"      IIIIIIIII      MMM      MMM      SSSSSSSSSSSS
"      IIIIIIIII      MMM      MMM      SSSSSSSSSS
"
"
"
=====
```

09-11-1997 09:53:33.3

R E Q U E S T E D R E P O R T

TO YOUNG, M

REPORT FORMATTING

10:00 Thursday, September 11, 1997

CALL FREQ	REGION <i>U. Box 100</i>					
	12					
	DIVISION					
	1221	1222	1223	1224	1225	1226
	STORES	STORES	STORES	STORES	STORES	STORES
0	17	23	52	8	11	38
1	.	.	4	13	26	.
4	36	32	9	70	73	222
12	360	534	338	604	377	263
24	108	110	217	147	316	159
52	468	644	565	751	693	422

(CONTINUED)

521 649 430 842 803 682

Mo 902 960 887 996 881 727
 W 468 644 565 751 693 422
 ——— ——— ——— ——— ——— ———
 52% 67% 64% 75% 79% 58%

Tot 2886 2665 2569 2783 3726 2618
 W 521 699 630 842 803 682
 ——— ——— ——— ——— ——— ———
 18% 26% 25% 30% 22% 26%

51842 4117

10:00 Thursday, September 11, 1997

	REGION
	12
	DIVISION
	1229
	STORES
CALL FREQ	
0	19
1	3
4	133
12	885
24	181
52	.

1221

1066

4609

5398

Mo
W
$$\begin{array}{r} 1312 \\ 1066 \\ \hline 81\% \end{array}$$

$$\begin{array}{r} 6665 \\ 4609 \\ \hline 69\% \end{array}$$
Tot
W
$$\begin{array}{r} 4151 \\ 1221 \\ \hline 29\% \end{array}$$

$$\begin{array}{r} 21398 \\ 5398 \\ \hline 25\% \end{array}$$

51842 4118

09:50 Thursday, September 11, 1997

	REGION					
	12					
	DIVISION					
	1221	1222	1223	1224	1225	1226
	STORES	STORES	STORES	STORES	STORES	STORES
CALL FREQ						
0	185	158	193	26	19	188
1	3	1	22	26	47	
4	89	91	63	109	161	298
12	568 435	756 622	755 475	745 601	783 449	537 363
24	133	134	267	145	334	174
52	.	.	11	.	.	.

W.Lt. 100 Box

(CONTINUED)

845 1006 1033 906 1010 1023

MO	902	960	887	996	881	727
	568	756	755	745	783	537
W	845	1006	1033	906	1010	1023
	63%	79%	85%	75%	89%	74%

Total	2886	2665	2569	2783	3726	2618
W	845	1006	1033	906	1010	1023
	29%	38%	40%	33%	27%	39%

51842 4120

09:50 Thursday, September 11, 1997

	REGION
	12
	DIVISION
	1229
	STORES
CALL FREQ	
0	109
1	26
4	490
12	1019
24	197
52	

1216

5360

1841

7664

Mo
w/

1312

1216

93%

66665

5360

80%

Tot
w/

4151

1841

44%

21398

7664

36%

51842 4121

3

```
=====
"
"
"      IIIIIIII   MMM           MMM   SSSSSSSSSS
"      IIIIIIII   MMMMM      MMMMM   SSSSSSSSSSSS
"      III        MMMMMMMM  MMMMMMMM  SSS      SSS
"      III        MMM  MMMMMMMMM  MMM   SSS
"      III        MMM      MMMMM   MMM   SSSSSSSSS
"      III        MMM      MMM      MMM   SSSSSSSSS
"      III        MMM           MMM           SSS
"      III        MMM           MMM   SSS      SSS
"      IIIIIIII   MMM           MMM   SSSSSSSSSSSS
"      IIIIIIII   MMM           MMM   SSSSSSSSSS
"
"
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09-11-1997 09:48:53.3

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R E Q U E S T E D R E P O R T

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TO YOUNG, M

REPORT FORMATTING

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51842 4122

09:44 Thursday, September 11, 1997

	REGION <i>Win. Lt. Box</i>					
	12					
	DIVISION					
	1221	1222	1223	1224	1225	1226
	STORES	STORES	STORES	STORES	STORES	STORES
CALL FREQ						
0	217	182	256	54	28	245
1	4	1	39	49	50	
4	228	171	109	300	214	456
12	<i>735</i> 589	<i>865</i> 728	<i>827</i> 535	<i>911</i> 760	<i>813</i> 480	<i>611</i> 430
24	146	137	280	151	333	181
52	.	.	12	.	.	.
	<i>1184</i>	<i>1219</i>	<i>1231</i>	<i>1314</i>	<i>1105</i>	<i>1312</i>

(CONTINUED)

<i>Mo</i>	<i>902</i>	<i>960</i>	<i>887</i>	<i>996</i>	<i>881</i>	<i>727</i>
<i>w/</i>	<i>735</i>	<i>865</i>	<i>827</i>	<i>911</i>	<i>813</i>	<i>611</i>
	<i>82%</i>	<i>90%</i>	<i>93%</i>	<i>92%</i>	<i>92%</i>	<i>84</i>

<i>Total</i>	<i>2886</i>	<i>2665</i>	<i>2569</i>	<i>2783</i>	<i>3726</i>	<i>2618</i>
<i>w</i>	<i>1184</i>	<i>1219</i>	<i>1231</i>	<i>1314</i>	<i>1105</i>	<i>1312</i>
	<i>41%</i>	<i>46%</i>	<i>48%</i>	<i>47%</i>	<i>30%</i>	<i>50%</i>

51842 4123

09:44 Thursday, September 11, 1997

	REGION
	12
	DIVISION
	1229
	STORES
CALL FREQ	
0	120
1	41
4	636
12	1037
24	198
52	.

Req

3400

1235

5997

2032

9397Mo
W
$$\begin{array}{r} 1312 \\ 1235 \\ \hline 94\% \end{array}$$

$$\begin{array}{r} 6665 \\ 5997 \\ \hline 90\% \end{array}$$
Total
W
$$\begin{array}{r} 4151 \\ 2032 \\ \hline 49\% \end{array}$$

$$\begin{array}{r} 21398 \\ 9397 \\ \hline 44\% \end{array}$$

51842 4124

2

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=====
I I I I I I I I I   M M M           M M M   S S S S S S S S S
I I I I I I I I I   M M M M M       M M M M M   S S S S S S S S S S S
  I I I             M M M M M M M   M M M M M   S S S       S S S
  I I I             M M M M M M M M M M M M M   S S S
  I I I             M M M   M M M M M   M M M   S S S S S S S S S
  I I I             M M M       M M M       M M M   S S S S S S S S S
  I I I             M M M           M M M           S S S
  I I I             M M M           M M M   S S S       S S S
I I I I I I I I I   M M M           M M M   S S S S S S S S S S S
I I I I I I I I I   M M M           M M M   S S S S S S S S S S S
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09-11-1997 09:43:24.1

R E Q U E S T E D R E P O R T

TO YOUNG, M

REPORT FORMATTING

51842 4125

09:38 Thursday, September 11, 1997

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	REGION <i>Winston Box</i>					
	12					
	DIVISION					
	1221	1222	1223	1224	1225	1226
	STORES	STORES	STORES	STORES	STORES	STORES
CALL FREQ						
0	272	286	339	133	39	318
1	13	18	80	69	125	
4	546	515	170	630	739	801
12	833 679	933 795	868 567	956 804	868 532	673 483
24	154	138	289	152	336	190
52	.	.	12	.	.	.
Total	1664	1752	1457	1788	1771	1782 1792

(CONTINUED)

Total Mo. Acts:	902	960	887	996	881	727
w/ WB	<u>833</u>	<u>933</u>	<u>868</u>	<u>956</u>	<u>868</u>	<u>673</u>
%	92%	97%	98%	96%	99%	93%

Total Stores	2886	2665	2569	2783	3726	2618
w/ WB	<u>1664</u>	<u>1752</u>	<u>1457</u>	<u>1788</u>	<u>1771</u>	<u>1792</u>
%	58%	66%	57%	64%	48%	68%

51842 4126

09:38 Thursday, September 11, 1997

REGION	
12	
DIVISION	
1229	
STORES	
CALL FREQ	
0	169
1	215
4	957
12	1083
24	201
52	.
2625	

1200

6434

6415

~~12849~~
12849

Mo. Acts
w/ WB

1312
1284
98%

6665
6415
96%

TOTALS.
w/ WB

4151
2625
63%

21398
12849
60%

51842 4127

